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What does Business want from an
EPA?

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Market Access

- Need approach that supports regional integration agenda
- If differentiation then must be determined by SADC
- Need to consider temporary provisions for BNS market access – not a replacement for an EPA
- Must be Cotonou equivalent access

Market Access 2

- Focus on rules of origin, NTBs and trade facilitation
- ROOs must be significantly more favourable
- Support regional initiatives for NTBs, standards
- Compliance with private sector schemes
- Binding trade facilitation commitments

Services

- Services sectors relatively open
- Aim to increase competition and efficiency
- Liberalisation not enough
- Must be accompanied by appropriate domestic regulation including competition policy
- Initial focus on services linked to trade in goods
- Use EPA as catalyst for SADC Services Annex
- Limited offensive interests in the EU market

Consultation

- General lack of awareness of EPA
- Desire to become involved
- Some consultation but often not adequate
- Reactive rather than proactive approach
- Need for greater involvement in the implementation and monitoring of the EPA

Private Sector Capacity

- Little understanding of broader trade issues
- Trade policy discussions focus on a select few
- Organised business bodies generally weak
- Partnerships needed for capacity building from grassroots level